

Exhibiting Opportunities

ICMA's 99th Annual Conference

September 22-25, 2013

John B. Hynes Veterans Memorial Convention Center
Boston, Massachusetts



ICMA
99TH ANNUAL CONFERENCE
BOSTON
NEW ENGLAND 
September 22-25, 2013



Dear Colleagues,

You're invited to participate as an exhibitor in ICMA's 99th Annual Conference and Exposition in Boston, Massachusetts, September 22–25, 2013. As the premier local government leadership and management organization, ICMA is committed to delivering high-quality tools, tips, information, and resources to help local governments weather challenging times. Featuring more than 200 speakers and a wide range of professional development courses taught by experts, this year's conference will draw over 2,500 local government professionals from around the world, and our expansive exhibit hall will provide the ideal venue for you to showcase your latest products and services. In short, ICMA's 99th Annual Conference will offer you the perfect opportunity to meet the key decision makers in the local government market and share with them your newest ideas and solutions.

Sincerely,

Robert J. O'Neill Jr.
ICMA Executive Director



BOB
Robert O'Neill
ICMA
Washington, DC

ABOUT ICMA

The International City/County Management Association is the professional and educational organization for over 9,000 chief appointed managers, administrators, and assistants in cities, towns, counties, and regional entities throughout the world. Since 1914, ICMA has provided technical and management assistance, training, and information resources to its members and the local government community.

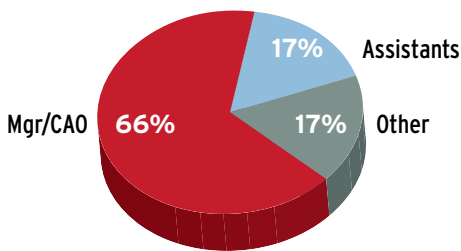
Leaders at the Core of Better Communities



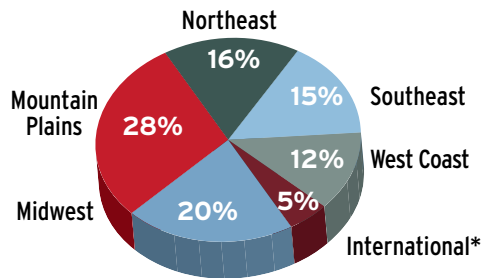
Who Attends

The top decision makers in the local government marketplace from across the United States and around the world attend the ICMA Annual Conference.

2012 ATTENDANCE BY TITLE



2012 ATTENDANCE BY REGION



Reach more Buyers and Decision-Makers

The professional city, town, and county managers who attend ICMA's Annual Conference are the individuals who authorize the purchase of your products and services in their communities. ICMA's exhibit hall gives you unparalleled access to the \$300 billion municipal marketplace. What's more, the ICMA Annual Conference is where the up-and-coming local government managers come to build their networks and gather the information they will use to move up the ladder. This is your opportunity to establish relationships with the future decision makers in the profession.

Reasons to Exhibit at ICMA 2013

- **Local, regional, state, national, and international exposure.** ICMA members represent all 50 states and over 60 countries.
- **The lure of the exhibit hall.** The exhibit hall is the focal point for attendees, the place that they come to for activities and special events, including session breaks, the opening reception, Solutions Track sessions, the Internet Café, ICMA Pavilion, and passport-to-prizes drawings.
- **ICMA's year-round marketing campaign.** ICMA takes advantage of every opportunity to reach out to prospective attendees. We promote the conference through e-mail blasts, monthly e-newsletters, our own *PM Magazine*, industry trade publications, and Web advertising.
- **Industry Knowledge.** By attending educational sessions with attendees, exhibitors will have the best opportunity to gain insight into the market and find out what is most important to cities and counties.
- **The place to meet your competitors and colleagues.** Professionals consider ICMA's 99th Annual Conference to be a key industry event. Providers in the industry not only exhibit their products and services but also present case study solutions, moderate sessions, and network at social events.

ICMA CONFERENCE ATTENDEES' KEY FOCUS AREAS INCLUDE

- Active living
- Animal Control
- Communications and interoperability
- Construction codes and equipment
- Economic development
- Employment programs
- Energy management
- Environmental management
- Financial management and resource allocation
- Fire and smoke detection
- Fleet management and leasing
- Government financing
- Hospital management
- Information technology
- Insurance and benefits administration
- Law enforcement and equipment
- Parking control
- Personnel management and training
- Playground, recreation, and park equipment
- Public safety
- Solid-waste management and disposal
- Surveying and mapping
- Sustainability
- Telecommunications
- Transportation
- Water and wastewater processing

According to the Center for Exhibition Industry Research, trade shows/exhibitions are the #1 source for attendees who make the final purchase decisions.

2012 Exhibitors

A. Y. McDonald Mfg Co
Active Network, Inc.
Affion Public
AgileAssets Inc.
Aha Consulting
American City & County Magazine
American Fidelity Assurance Company
American Funding Innovators, Inc
American Library Association
American Petroleum Institute
American Public Works Association (APWA)
Beehive Industires
Berry Dunn
BidSync
BigBelly Solar
Blackboard Connect for Government
BoardDocs
Bobcat Company
Bolton & Menk, Inc
Brigham Young University – Romney Institute of Public Management
BrokerSavant
CALEA–Commission on Accreditation for Law Enforcement Agencies Inc.
Carnegie Mellon University
Cartegraph
CCI Software
Center for Excellence in Public Leadership
Center for Public Safety Excellence, Inc
CGI Communications, Inc.
CH2M HILL
Cigna
CitiTech Systems, Inc.
City of Mesa, Arizona
City of Phoenix
CivicPlus
ClearPoint Strategy
ClerkBase / OpenGOVideo
CliftonLarsonAllen LLP
Coast2Coast Rx Card
CobbleStone Systems Corporation
collectionHQ
Columbia Southern University
Comcate, Inc.
Corbin Design
Cornerstone OnDemand
Delphi Solutions, Inc.
DeltAlert
Digital Map Products
eCivis, Inc.
Emergency Communications Network / CodeRed
Empowered Solutions Group
Esri
FacilityDude
Federal Property Registration Corporation
Fire Sprinkler Initiative, a project of the National Fire Protection Association
FirstSouthwest Company
Fitch & Associates, LLC
General Code
Global Connect
GovDeals, Inc.
GovPartner
GovQA
GovTempsUSA, LLC
Granicus, Inc.
Harvard Kennedy School Executive Education
Heart Rescue Project & AZ SHARE Program
Home Fire Sprinkler Coalition
Homeward Deployed, Inc.
HR Green, Inc.
ICMA-RC
Informative Graphics Corp. (IGC)
Institute for Building Technology and Safety (IBTS)
Intelligent Products, Inc.
International Association of Assessing Officers (IAAO)
International Association of Fire Chiefs (IAFC) / ESCI
International Code Council ICC
International Hispanic Network (IHN)
International Parking Institute
IPS Group, Inc.
ISM Services, Inc.
Jefferson Leasing
Johnson Controls, Inc.
JSF Technologies
KANA
Keep America Beautiful, Inc.
Kemper Sports
LAZ Parking
LBL Technology Partners
Library Systems & Services, LLC
Lucity, Inc.
Madrax/Thomas Steele
Matrix Consulting Group
McClaren, Wilson & Lawrie, Inc.
McGrath Consulting Group, Inc.
MindMixer
Mitchell Humphrey – FastTrackGov
municibid.com
Municipal Code Corporation
MyCity Mobile
National League of Cities
National Sign Plazas, Inc.
Neighborhood Champions
NEOGOV, Inc
NexTraq
Open Town Hall from Peak Democracy Inc
Parlant Technology, Inc.
Passport to Prizes Lounge
PetData, Inc.
PetSmart Charities
PFIC
Plante & Moran, PLLC
PRISMCompliance.com
Public Restroom Company
PublicStuff
QScend Technologies, Inc
Ralph Andersen & Associates
Revelstone
SAFEbuilt
Safeguard Properties
SecureView
SeeClickFix
Senior Executive Institute – University of Virginia
Severn Trent Services
SIRE Technologies, Inc
Solar Traffic Controls, LLC
Springbrook Software
Standard & Poor's
StreetSmart Technology
SunShot Solar Outreach Partnership
Sustainable City Network, Inc.
Taser International, Inc.
The Ferguson Group
The Mercer Group, Inc.
The Public Group
The Waters Consulting Group, Inc.
TischlerBise, Inc.
Travelers Insurance
TriData, a Division of System Planning Corporation
Turning Technologies, LLC
Tyler Technologies, Inc.
U-Haul International
U.S. Department of Justice COPS Office
Union Institute & University
United Water
University of North Carolina – School of Government
US Department of HUD Office of PD & R
USA Pools
Virtual Towns & Schools
Voorhees Associates, LLC
Waste Management
Water Company of America
Weidner, Inc
Yardi Systems
YellowPagesOptOut.com



Exhibit at ICMA's 2013 Annual Conference!

LOCATION

John B. Hynes Veterans Memorial Convention Center



EXHIBIT HOURS

Saturday, September 21	Move In	8:00 a.m.-5:00 p.m.
Sunday, September 22	Move In	8:00 a.m.-3:00 p.m.
Sunday, September 22	Opening Reception in Exhibit Hall	5:00-7:00 p.m.
Monday, September 23	Open	9:30 a.m.-4:00 p.m.
Tuesday, September 24	Open	9:30 a.m.-2:00 p.m.
Tuesday, September 24	Move Out	2:00-8:00 p.m.
Wednesday, September 25	Move Out	8:00 a.m.-12:00 p.m.

View available exhibit space online at icma.org/2013exhibits

COST

Commercial

\$22.50 per square foot
\$150 per corner

Government/Nonprofit Organizations

\$19.50 per square foot
\$150 per corner

ICMA Strategic Partners

\$16.50 per square foot
\$150 per corner

Minimum booth size 10' x 10'

"[The 2012 ICMA Annual Conference] was our 2nd time exhibiting at ICMA, and it definitely will not be our last! It was so rewarding to network with the people who end up selecting our products and it's a great way to get insight for what the customers really desire. Thanks for a great show, ICMA attendees, see you next year in Boston!"

-Tracy Graber,
Madrax/Thomas Steele Site Furnishings

WHAT YOU GET

1. Four conference badges per 10' x 10' booth. Badges entitle you to attend all plenary sessions and non-fee educational sessions
2. Standard drapery: 8' draped booth backdrop with 3' side dividers
3. Company listing in the ICMA Exhibitors Guide
4. Program and the online floor plan
5. Company identification sign
6. A post-conference attendee list delivered electronically to your e-mail address

ICMA
99TH ANNUAL CONFERENCE
BOSTON
NEW ENGLAND
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EXHIBIT INFORMATION

Corcoran Expositions, LLC
100 W. Monroe Street, Suite 1001
Chicago, IL 60603

Kristy Corcoran
Phone: 312-265-9667
Fax: 312-541-0573
E-mail: kristy@corcexpo.com

Mary Anne Miller
Phone: 312-265-9665
Fax: 312-541-0573
Email: maryanne@corcexpo.com

CONFERENCE AND ICMA ACTIVITIES INFORMATION

ICMA
777 North Capitol Street, NE, Suite 500
Washington, DC 20002-4201
Website: icma.org
E-mail: customerservices@icma.org